Health

OUTIS Steve Linde

Steve Linder of Pacific Lots of Costa Rica

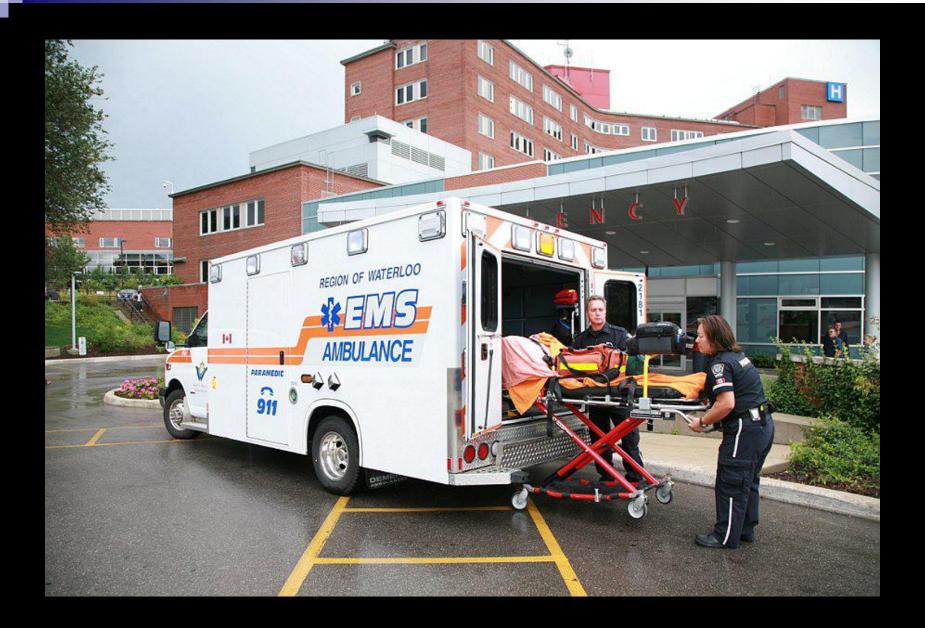


What will be discussed:

- What is medical tourism
- The best countries for healthcare
- Top health travel procedures
- International Healthcare Accreditation
- Legal and ethical issues
- Costa Rica's specialties

What is Medical Tourism?





Principles of Medical Travel

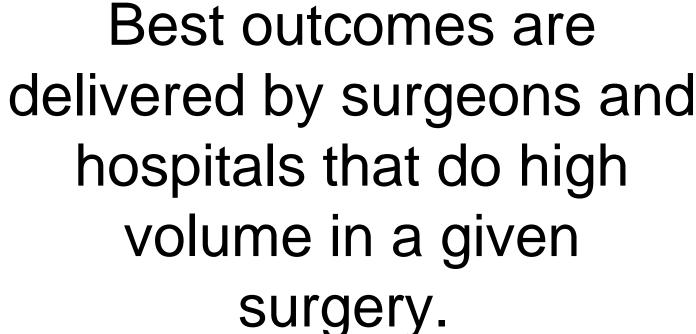
- Non-acute treatments only.
- Domestic cost should be high.
- •For those with no insurance or little coverage.
- •Elective procedure or one not available locally.
- Ability to self pay or charge to credit card.
- •Select surgeon-doctor before choosing hospital.
- Arrange continuity of care upon return home.

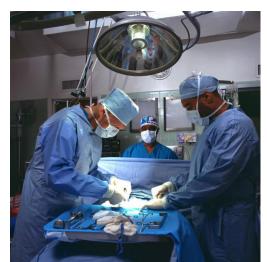
"The US ranks 37th in the world for quality of healthcare."





"Unfortunately, you have what we call 'no insurance."





COUNTRIES PROMOTING MEDICAL TOURISM LITHUANIA HUNGARY TURKEY ISRAEL CUBA **JORDAN** THAILAND INDIA COSTA RICA MALAYSIA SOUTH AFRICA



Source: MedicalTourism.com

Medical Tourism Sample Surgery Cost Chart

riedical Tourism Sample Surgery Cost Chart									
Surgery	USA	Colombia	Costa Rica	India	Jordan	Korea	Mexico	Singapore	Thailand
Heart Bypass	\$144,000	\$14,630	\$25,000	\$8,500	\$10,000	\$24,000	\$20,000	\$13,500	\$24,000
Angioplasty	\$57,000	\$7,106	\$13,000	\$8,500	\$5,000	\$19,600	\$16,000	\$7,500	\$7,000
Heart Valve	\$170,000	\$10,450	\$30,000	\$1,200	\$12,000	\$36,000	\$30,000	\$13,500	\$22,000
Replacement									
Hip	\$50,000	\$8,360	\$12,500	\$8,000	\$8,000	\$16,450	\$13,125	\$11,100	\$14,000
Replacement									
Hip	\$50,000	\$10,500	\$12,000	\$8,000	\$8,000	\$20,900	\$12,800	\$12,100	\$16,000
Resurfacing									
Knee	\$50,000	\$7,106	\$11,500	\$7,000	\$7,000	\$17,800	\$10,650	\$10,800	\$12,000
Replacement									
Spinal Fusion	\$100,000	\$14,500	\$15,000	\$12,000	\$10,000	\$17,350	\$7,000	\$18,300	\$11,000
Dental	\$2,000-10,000	\$1,672	\$1,000	\$700	\$500	\$3400	\$910	\$2,900	\$3,000
Implant									
Lap Band	\$30,000	\$6,500	\$8,500	\$7,500	\$5,000	\$9,500	\$8,430	\$12,000	\$12,000
Breast	\$10,000	\$2,600	\$3,500	\$4,500	\$3,000	\$11,000	\$8,000	\$5,400	\$3,700
Implants									
Rhinoplasty	\$8,000	\$1,677	\$5,500	\$3,500	\$2,500	\$4,000	\$4,165	\$2,700	\$3,400
Face Lift	\$15,000	\$3,305	\$5,900	\$7,000	\$3,000	\$3,000	\$7,200	\$4,000	\$6,600
Hysterectomy	\$15,000	\$1,845	\$5,500	\$5,500	\$2,500	\$9,000	\$6,675	\$4,000	\$5,000

Updated July 2009

Transplants:	Asia	Latin America	United States
Kidney Transplant	\$43,550	\$30,000	Up to: \$150,000
Liver Transplant	\$134,000	\$75,000	Up to: \$315,000

Updated July 2009

India



Deloitte Consulting
1.5 Million US Citizens
seeking health care
outside the US.



- Medical care outside of the US must be voluntary.
- Financial incentives to travel outside the US for medical care should not inappropriately limit the diagnostic and therapeutic alternatives that are offered to patients, or restrict treatment or referral options.
- Patients should only be referred for medical care to institutions that have been accredited by recognized international accrediting bodies (for example, the Joint Commission International or the International Society for Quality in Health Care)
- Prior to travel, local follow-up care should be coordinated and financing should be arranged to ensure continuity of care when patients return from medical care outside the US.
- Coverage for travel outside the US for medical care must include the costs of necessary follow-up care upon return to the US.
- Patients should be informed of their rights and legal recourse prior to agreeing to travel outside the US for medical care.
- Access to physician licensing and outcome data, as well as facility accreditation and outcomes data, should be arranged for patients seeking medical care outside the US.
- The transfer of patient medical records to and from facilities outside the US should be consistent with HIPAA guidelines.

Costa Rica has well qualified medical professionals.





Joint Commission International

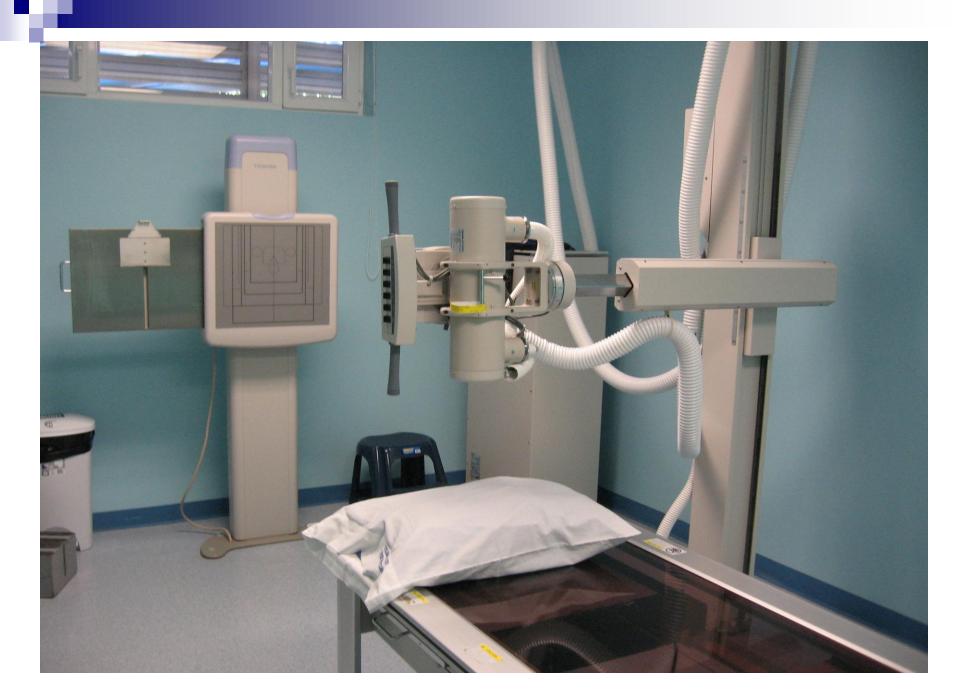
The 3 Best Hospitals in Costa Rica include:

Hospital CIMA









Hospital La Catolica



- General and Cosmetic Dentistry
- Cosmetic Surgery
- Aesthetic Procedures (botox, skin resurfacing, etc...)
- Bariatric and Laparascopic Surgery
- Orthopedic Surgery (hip and knee replacements)
- Fertility Treatments
- Addiction Treatment
- Heart Surgery













	USA	Costa Rica	Average Savings
Heart Bypass	Up to \$130k	\$24k	70-80%
Heart Valve Replaceme nt	Up to \$160k	\$15k	80-90%
Angioplasty	Up to \$57k	\$9k	70-80%
Hip Replaceme nt	Up to \$43k	\$12k	60-70%
Hysterecto my	Up to \$20k	\$4k	70-80%
Knee	Up to \$40k	\$11k	60-70%

	USA	Costa Rica	Average Savings
Facelift	\$7k - \$9k	\$5k	30-40%
Rhinoplasty	\$8k - \$12k	\$3.5k - \$4k	50-65%
Breast Lift	\$5k - \$8k	\$3k - \$3.5k	40-44%
Breast Augmentati on	\$5k – 8k	\$2.5k - \$3k	50-65%
Eyelid Surgery	\$4k - 5.5K	\$2k - \$2.5k	50-60%
Tummy Tuck	\$6k - \$8.5k	\$4k — \$4.5k	45-50%
Male Breast	Up to \$6k	\$2k - \$2.5K	50-60%

	USA	Costa Rica	Average Savings
Bariatric Surgery			
Laparoscop ic Gastroplast y	Up to \$30k	\$10.5k	55-65%
Laparoscop ic Gastric Bypass	Up to \$35k	\$14k	50-60%



	USA	Costa Rica A	Average Savings
Bridges	\$1k+ per	\$250-\$400	60-70%
	tooth	per tooth	
Crowns	\$1k+ per	\$250-\$400	60-70%
	tooth	per tooth	
Implants	\$3.5k+ per	\$700-\$900	70-80%
	tooth	per tooth	
Porcelain	\$1.5k+ per	\$300 -	65-80%
Veneers	tooth	\$500 per	
		tooth	
Root Canal	Up to \$800	\$315	55-60%
Teeth	Up to \$700	\$250	55-65%

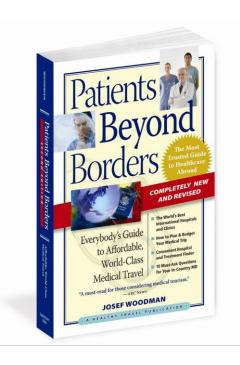
Malpractice and Liabilities Laws in Costa Rica

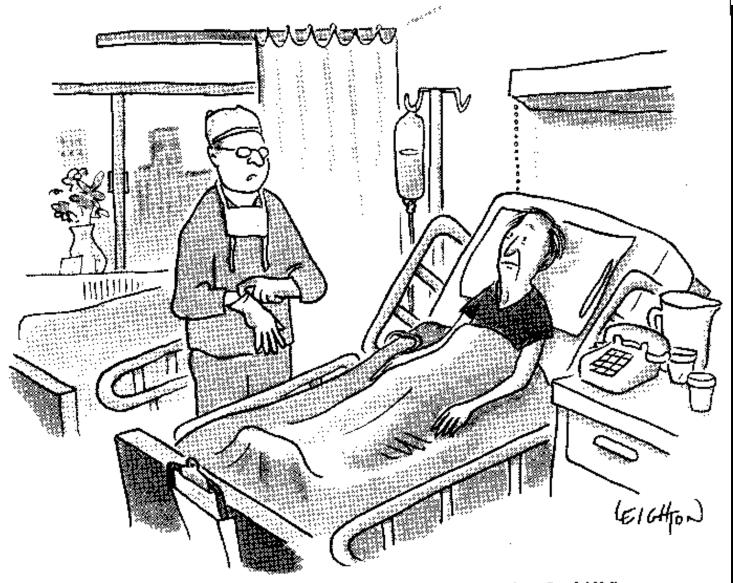


10 Do's and Don'ts for the Best Overseas Health Care by Josef Woodman, IL March 2010

- Do plan ahead.
- Do be sure about diagnosis and treatment needs.
- Do research your in-country doctor thoroughly.
- Do get it in writing.
- Do insist on using a language you

- Do tell your local doctors before you leave.
- Don't return home too soon.
- Don't plan your trip too tightly.
- Do get all your paperwork before leaving.
- Do trust your intuition.





"I'll have someone come in and prep you for the bill."

Pros

- The WHO ranks the quality of healthcare in Costa Rica among the top nations in Latin America.
- The close proximity to North America.
- Most hospital staff speak English.
- Costa Ricans makes foreigners feel welcome.
- The cost of treatments range from 1/3 1/4 of the US and Canada.
- Medical practitioners carry liability



Cons

- Costa Rica has strict rules regarding overstaying your visit.
- US insurance often does not cover procedures therefore you need to pay cash.
- Follow up care can be challenging.
- There are concerns that medical tourism is drawing resources and personnel away from the local population.

